

Maxine Curry

Car Sales

AREAS OF EXPERTISE

Customer Satisfaction

Relationship building

Maximising opportunities

Vehicle sales

Team meetings

Closing sales

PROFESSIONAL

French speaker

First Aider

PERSONAL SKILLS

Passionate

Forward thinking

Focused

Hard working

CONTACT

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*Driving license: Yes
Nationality: British*

PERSONAL SUMMARY

An ambitious, determined and self-motivated Car Sales Executive who is able to talk to potential customers, build a genuine rapport with them and then sell to them. Maxine comes to you with a track record of selling the maximum number of vehicles possible at optimum profit. She does this by using her extensive knowledge of the motor industry and by exceeding her customers' expectations in every element of their buying experience. Right now, she wants to join a company that is looking for the right people to help keep their busy dealership growing.

WORK EXPERIENCE

Company name – Location

CAR SALES Jun 2013 – Present

Responsible for being an ambassador for the company and for managing a customer through the entire sales process, right from initial enquiry to delivery and beyond.

Duties:

- Selling both new and used cars as well as finance and related products to clients.
- Marketing and promoting vehicle add-ons such as Finance and Insurance Protection.
- Demonstrating vehicles to clients, explaining their features and going for test drives.
- Meeting customers face to face and holding sales discussions about cars with them.
- Representing the company at trade exhibitions, events, shows and demonstrations.
- Negotiating the terms and conditions of a sales agreement with prospective clients.
- Preparing sold vehicles for customer delivery by having them serviced & cleaned up.
- Obtaining and verifying proper identification from customers prior to a test drive.
- Liaising with the showroom body-shop to ensure that vehicle repairs are done asap.
- Getting involved in various company-wide advertising and promotional activities.
- Explaining car finance options to customers in a clear and understandable manner.

Company name - Location JOB TITLE Dates (i.e. Aug 2011 – Jun 2013)

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KEY SKILLS AND COMPETENCIES

- Treating all customers who come into the showroom politely and professionally.
- Keeping an accurate administrative record of all vehicles, products and services sold.
- Ability to build a rapport with a wide range of people from all social backgrounds.
- Willing to work in different locations, as well as late nights, weekends and holidays.
- Having a naturally buoyant & enthusiastic personality that rubs off on other people.
- On a personal level, she is someone who takes pride in her appearance, and has a strong desire to develop her abilities and professionalism further.

ACADEMIC QUALIFICATIONS

Nuneaton University **2008 - 2011**
BSc (Hons) Sales Management

Coventry Central College **2005 - 2008**
A levels:
Maths (A) English (B) Technology (B) Science (C)

REFERENCES – Available on request.



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